

Don't blow your chance to stay cool

By Mary Ellen Slayter
The Washington Post

The mark of a quality ceiling fan is often in what you don't see — and don't hear.

It's all about the motor, said Louis Coffee, owner of the Dan's Fan City stores in Maryland. More expensive fans generally have bigger motors and can move more air without making a lot of noise.

Pricier fans also tend to come with longer warranties. The fans Coffee sells, for instance, come with either 50-year or lifetime warranties. Less expensive fans, such as those sold at Home Depot under the Hampton Bay brand, are guaranteed for 15 years.

You'll also want to look at blade length and pitch. Bigger rooms require bigger fans, which need bigger motors to turn them. To make sure you're buying the correct size for your needs, bring the measurements of your room to the showroom. Or if you're going the self-service route, check your room's dimensions against one of the many charts online. The federal government's Energy Star program offers one such guide (go to the Products page at www.energystar.gov).

The more steeply pitched the blades, the more air is moved, but again, a stronger motor is required. A typical blade pitch is 14 to 16 degrees. "Sixteen used to be the cat's meow," said Piers Hackley, general manager of Fan Fair in Washington, but now many of the pricier fans go higher.

If the fan is for a porch, a bathroom or any other potentially wet or humid

location, pick a fan that's rated for damp spaces. You may pay extra for this feature, but it's safer and makes it much less likely that you will have to replace warped blades within a year.

Any indoor fan should run both counterclockwise (to keep you cool in summer) and clockwise (to keep you warmer in winter, by pushing down the rising heat.)

Beyond that, price is driven largely by aesthetics and such conveniences as remote controls. Fans with blades made of solid wood or silk will generally cost more than those made of composites.

Here's a look at what you can get at four budget levels. Alas, none of the options is self-dusting.

The bargain

At \$20, the flush-mount Littleton by Hampton Bay was the cheapest model on sale at the Home Depot store Washington recently. It has a 42-inch blade span, runs on three speeds and can reverse direction for winter. No bells and whistles, but it will keep the air moving in a small room.

The basics

For a simple pull-chain fan, consider the Paramount by Hunter for \$120 to \$130. Hackley said this is one of the most popular models his store stocks. The 54-inch Paramount comes with an Energy Star rating, which means it is more efficient than most fans its size. Blade pitch is set at

16 degrees. Three speeds.

The upgrade

Casablanca's Panama is another popular fan with customers at Fan Fair. The first five-bladed ceiling fan, it has continued to be a favorite. Cost depends on the finishes and blades you choose, but you can expect to pay about \$350. For that, you get a 20-degree blade pitch and an Energy Star-rated motor. Available in 42- and 50-inch blade spans. Four speeds.

The splurge

The trend toward open layouts and "great rooms" has driven the market for an entirely different kind of fan. To move air in a room that big, you need a big fan.

And because they are often in expensive homes, the owners frequently want the fan to be a showpiece. Enter the Malibu Star by Casablanca. For \$1,800, you get an 84-inch blade span, a bicycle sprocket for a hub, and silk fabric blades tensioned by fiberglass fishing rods. Blade pitch is set at 15 degrees.

Another option for the great room is the TwinStar II made by Gulf Coast Fans. That \$1,200 model works on the premise that two fans are better than one. Its motors are even adjustable and can operate in three positions: 90 degrees vertically like two standard ceiling fans, 0 degrees horizontally in a straight line, or at a 45-degree angle. Blade pitch is set at 22 degrees.



Bigger rooms need bigger fans with bigger motors.

Dreamstime.com

Furnish: As one owner says, the consignment business is never predictable

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very lucky. We have such great consignors; we have strong word of mouth and repeat business. I'm a very fortunate business owner. We've even been lucky enough to sell a turn-of-the-century metal bathtub used in the movie *Lonesome Dove*."

The joy of rehab

Since 2001, Alicia de Najera Sena, owner of Lost & Found I & II, has been helping clients find and sell "objects d'art." The two stores, and an adjacent woodshop on Cerrillos Road, offer a combined 2,500 square feet of possibility for the shopper.

"I'll take in the things people don't want and refurbish them and make them really beautiful," de Najera Sena says. "After my first month in business, I had sold everything. When I have pieces rehabbed, I try to make them very special by adding special pulls, paints, etc. We have a shop and full-time employee for rehabbing furniture."

Being able to rehab items in-house means she rarely has to say no to something clients bring in to sell, de Najera Sena

says. "We take things that aren't in perfect condition and make them that way ... I embellish them and that's what makes your store different."

Lost & Found specializes in selling art and Mexican distressed furniture. But the consignment business is never predictable, de Najera Sena says. Once, a big box came in for consignment and, when she opened it, she found a gold flatware setting for 60 people with carved Buddhas on the handles. "It was probably the most incredible thing I've seen in my life," she says.

'Reputation is everything'

The grandfather of Santa Fe's consignment scene is Stephen's A Consignment Gallery at 2701 Cerrillos Road, across from Santa Fe Mazda Volvo.

Owner Stephen Etre says that his store started as an auction house in 1982. "It was Streck's Antiques & Auction Service ... on Palace Avenue" he says. "Then (it) moved to the corner Guadalupe and Paseo de Peralta, where the Hotel Santa Fe is now located."

If you go

Recollections Fine Interior Consignments
530 S. Guadalupe St.,
988-4775
Hours: 10 a.m.-6 p.m. Monday through Saturday; closed Sunday

Lost & Found I & II
Store I is at 1626 Cerrillos Road, 982-2205
Store II is at 1942 Cerrillos Road, 982-1302
Hours for both stores:
10:30 a.m.-5 p.m. Monday through Saturday; closed Sunday

Stephen's A Consignment Gallery
2701 Cerrillos Road,
471-0802
www.stephensconsignments.com
Hours: 10 a.m.-5 p.m. Monday through Saturday; noon to 5 p.m. Sunday

Double Take
320 Aztec St., 989-8886
www.santafepottery.com
Hours: 10 a.m.-6 p.m. Monday through Saturday; closed Sunday

Etre joined the shop's staff in 1983, purchased the business in 1986 and moved it to its present location in 1987.

"You can fill an inventory quickly buying other people's items through consigning," Etre says. "We got a good handle on consignment through the auction business."

Stephen's "specializes in not being specialized," Etre says. "When someone comes through the door, they may be looking for a sofa — and we have a

choice of contemporary as well as antiques."

Baby boomers are now looking for the kinds of pieces they grew up with, Etre says — Eames, Herman Miller and Dunbar. "We get a few calls per week from people all over the country seeking these pieces," he says.

One of Etre's favorite stories, though, is about the time they took a Windsor writing armchair from a local home on consignment. "We didn't realize

how special it was," he says. "It went off to a New York auction and sold for \$26,000."

Although the 11,000-square-foot shop sells via the Internet, its Web site, by phone and referrals, the majority of its business still is local walk-in traffic, Etre says.

You can't see, smell or touch an object on eBay, Etre says. "Consignment shops offer security and service," he adds. "When it comes to consignment, reputation is everything."

'You name it, we have it'

What started in 1987 as a children's clothing consignment store has blossomed into "a gathering place," says Suzanne Wissman-Moore, owner of Double Take. "We moved into maternity and merchandise for kids, then moved into adult clothing then furniture, Western collectibles, Native jewelry, antiques and Americana. You name it, we have it."

Double Take started selling furniture in 1993; now that's about a quarter of its sales, Wissman-Moore says. "We have furniture for everybody

— whether it's for your child, or your dorm room, or a couple starting out. We have a ton of housewares and accessories," she says of her 27,000-square-foot retail location on South Guadalupe and Aztec streets, across from the Zia Diner and next to the Cowgirl Hall of Fame. "We sell everything," she says. "It's amazing what people bring in."

Some of the most interesting things to grace Double Take's doors include a 19th-century cobbler bench, a turn-of-the-century Cochiti trastero, and cutout metal flames that once adorned the doors of the Lensic Theater.

"There's something for every different age and income level," Wissman-Moore says. "Working with the community is the best part of consignment. The money stays in the community. We have a lot of employees whose parents shopped here when they were toddlers."

Heather Wood, IRIS, NAPO, is a certified Redesigner/Stager and the proprietor of Casa Milagros Interiors. She can be reached at 690-2685 or through her Web site at www.HouseMiracles.com.

Travis: Focal areas help with narrow deck

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Question: I have a very long and narrow deck (7½ feet by 48 feet) in a sunny location. There are two sliding doors into the house, bedroom and living area and stairs at one end. I can't figure out how to put out deck furniture and other decor to make it comfortable to use. Thanks. — Rita

Answer: This layout is a common challenge. The solution is to establish focal areas or zones, just as you do inside. Set up the space outside your bedroom doors with one or two lounge chairs, a small table and magazine/book rack. Design this to be a more intimate place to relax and rejuvenate. You can even block it off from the more public length of deck with a large planter filled with bushy greenery that has some height (3 to 4 feet). A screen is another

option that works as a movable wall. Build it with lattice and train ivy vines or morning glory for partial cover.

For the larger length of deck outside the living-room doors, arrange an eating area — you should have enough room for four chairs around a table. Include another section using benches that can be easily pulled into service when required. Decorate with colorful pads and cushions.

Today, a popular addition to decks and patios is an outdoor rug or floorcloth that defines a seating or child's play area. If space allows, embellish with small garden statuary or a water feature. These elements add to the atmosphere of a welcoming place to gather.

Contact Debbie Travis at house2home@debbietravis.com.

THE NEW MEXICAN'S local mortgage rates

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Admiral Mortgage, LLC 505-983-4512	6.375+0+0 6.25+0+.5	6.25+0+0 6.125+0+.5	6.375+0+0 (20 year fixed)	5.75+0+0 (1/1ARM)	6.0+0+0 (3/1ARM)	6.5+0+0 6.375+0+.5	6.25+0+0 6.125+0+.5	Call for immediate quote. Ask about construction programs!
Anasazi Mortgage 505-995-8888	6.375+0+1 6.625+0+0	6.00+0+1 6.25+0+0	1.00+0+1 (MTA Start Rate)	NQ	NQ	6.625+0+1 6.875+0+0	6.25+0+1 6.50+0+0	Get your adjustable rate mortgages FIXED by us.
Home Buyers Mtg Co. 505-986-9080	6.125+1+1 6.625+0+0	5.875+1+1 6.375+0+0	5.625+1+1(3Y)	6.125+1+1 6.625+0+0	5.875+1+1 6.375+0+0	6.375+1+1 6.875+0+0	6.125+1+1 6.625+0+0	CALL now for current rates..
Quest Mortgage Corp. 505-984-8855	6.25+0+2 6.625+0+0	5.875+0+2 6.375+0+0	6.375+0+1 (5/1 ARM)	6.375+0+2 6.75+0+0	6.00+0+2 6.50+0+0	6.375+0+2 7.00+0+0	5.875+0+2 6.50+0+0	Great service and great rates, call now.
Thornburg Mortgage 505-989-1900	6.375+1.875* *3/1 ARM	6.250+1.875* *5/1 ARM	6.625+1.875* 1 year*	6.250+1.875* *7/1 ARM	6.375+1.875* *10/1 ARM	6.750+1.375* *1 mo	6.750+1.375* *6 mo	Nationwide Lender based in Santa Fe Interest-only payment option at no extra charge.

Weekly Mortgage News

McLean, VA — Freddie Mac (NYSE:FRE) today released the results of its Primary Mortgage Market Survey® (PMMS®) in which the 30-year fixed-rate mortgage (FRM) averaged 6.74 percent with an average 0.4 point for the week ending June 14, 2007, up from last week when it averaged 6.53 percent. Last year at this time, the 30-year FRM averaged 6.63 percent. The 30-year FRM has not been higher since the week ending July 20, 2006, when it averaged 6.80 percent.

The 15-year FRM this week averaged 6.43 percent with an average 0.4 point, up from last week when it averaged 6.22 percent. A year ago, the 15-year FRM averaged 6.25 percent. The 15-year FRM has not been higher since the week ending July 6, 2006, when it averaged 6.44 percent.

Five-year Treasury-indexed hybrid adjustable-rate mortgages (ARMs) averaged 6.37 percent this week, with an average 0.5 point, up from last week when it averaged 6.24 percent. A year ago, the 5-year ARM averaged 6.23 percent. The 5-year ARM has not been higher since the week ending July 6, 2006, when it averaged 6.39 percent.

One-year Treasury-indexed ARMs averaged 5.75 percent this week with an average 0.7 point, up from last week when it averaged 5.65 percent. At this time last year, the 1-year ARM averaged 5.66 percent. The 1-year ARM has not been higher since the week ending July 27, 2006, when it averaged 5.78 percent.

(Average commitment rates should be reported along with average fees and points to reflect the total cost of obtaining the mortgage.)

"Mortgage rates moved sharply upward this week, with rates on 30-year fixed-rate mortgages jumping more than 20 basis points, the largest upward movement in over three years," said Frank Nothaft, Freddie Mac vice president and chief economist. "These moves parallel rising yields on Treasury securities, as concerns about inflation pressures and continuing strength of consumer and business spending have dimmed hopes for an interest rate cut."

"Higher mortgage rates may weigh on the housing market's gradual recovery. While demand appears to have stabilized, inventories of new homes remain high, putting downward pressure on construction and home prices."

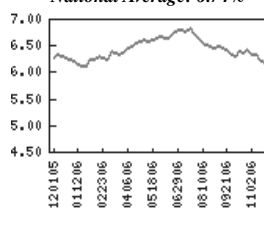
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Information is current as of June 15, 2007 and believed to be accurate but can not be guaranteed and can change without notice. Credit history, FICO Score and other factors may affect program terms. Rates based on \$165,000 single family loan. Jumbo rates (loans over \$417,000) based on a \$417,000 loan. Minimum downpayment requirements, and other restrictions, may apply. Closing costs may vary. Contact each company for details. R = refinance program only. Pts = points include origination and discount fees. Lock = rate lock period. 30 - 60 day lock unless specified. APR = Annual Percentage Rate and is calculated by each company — includes costs to obtain loan and private mortgage insurance if required. ARM (p/m) = Adjustable Rate Mortgage program. Copyright 2007 iMortgageGuide.com LLC

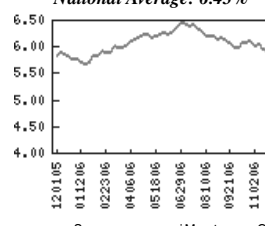
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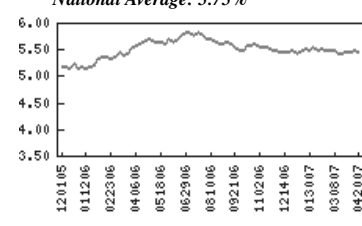
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